

## APPENDIX C

### OPTIONAL FORM FOR USE BY DELEGATED AUTHORITY LENDERS IN DOCUMENTING MINIMUM CREDIT CRITERIA AND ADDITIONALITY

NAME OF BORROWER:

SIC CODE:

#### I. MINIMUM CREDIT CRITERIA

##### A. RMA Ratios

<b>Statement Date (as of last Fiscal Year End):</b>			
RMA Statement Studies (Year):		Page:	
Sorted by:	Range:		
RATIO	RMA	Borrower	Meets Req'mt?
Current Ratio			
Net Sales / Total Assets			
Debt to Worth			
(Net Profit + Depreciation, Depletion & Amortization) / Current Portion of L/T Debt			
EBIT / Interest			
Cost of Sales / Inventory			
Sales / Accounts Receivable			

##### B. Calculation of Tangible Net Worth

<b>As of (date of application):</b>
Stated Net Worth (Book):
+ Subordinated Debt
- Patents, Trademarks
- Licenses
- Good will
- Subscription Lists
- Capitalized Software
- Organization Expense
- Covenants not to Compete
- Investments/Due to Affil's
- Other Intangibles
TANGIBLE NET WORTH:

#### II. Why is Ex-Im Bank's support needed? ("ADDITIONALITY")

Exempt from substantiation pursuant to Section II(J) of the Manual? (Yes or No)

(Note: Exemption does not apply if Reduced Facility Fee will be charged.)

- A. Describe why the Borrower does not have sufficient internally-generated working capital to support the proposed export sale(s).
- B. Describe why funds are not available from external sources.
- C. Describe why the Ex-Im Bank guarantee is needed in order for your institution to provide the funding.